

## **CHAPTER 10. INTERNATIONAL LOGISTICS OFFICE (ILO) AND FOREIGN MILITARY SALES (FMS)**

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### **10-1. ILO AND FMS PROGRAM BACKGROUND**

a. The U.S. Army Medical Materiel Agency serves as The Army Surgeon General's Executive Agent for all strategic medical logistics programs and initiatives including the Security Assistance Program (SAP) mission for the MEDCOM. The International Logistics Office (ILO) serves as the command case manager for Foreign Military Sales (FMS) and is the sole Army contact for the sale of complex, service-unique medical materiel.

b. The mission of the International Logistics Office is to administer the FMS portion of the Security Assistance Program for Class VIII medical materiel and/or supplies, defense articles, services, training, disaster relief efforts, and humanitarian assistance. Foreign Military Sales is a non-appropriated component of the Security Assistance Program, which is authorized by the Arms Export Control Act.

c. Security Assistance is a group of six programs authorized by the Foreign Assistance Act of 1961 and the Army Export Control Act of 1976, as well as other related statutes by the United States and provides defense articles, military training, and other defense related services, by grant, loan, credit, or cash sales in furtherance of national policies and objectives.

d. USAMMA's ILO staff interfaces with foreign governments, security assistance organizations and other U.S. Government agencies to define the requirements, offer technical and logistical expertise, provide clinical engineers to survey facilities and existing equipment, designing and making recommendations based upon the type and number of facilities, patient capability, and location.

e. The ILO develops, coordinates and monitors formal Letters of Offer and Acceptance (LOA), which are contractually binding agreements between the United States Government (USG) and a foreign government. Additionally, the ILO provides:

- ◆ Price and Availability (P&A): Develops P&A data, which is provided to a foreign government for planning purposes only, and reflects estimated costs and projected availability of defense articles and services.
- ◆ Research and Product Integration: As part of the total package approach, advises FMS customers on product design, capabilities and compatibility with other USG equipment, installation, maintenance and repair parts.
- ◆ Case Management Reviews: Performs case management reviews to ensure compliance with contract terms, financial commitments, long lead times and customer satisfaction. Represents the Command by participating in Program Management Reviews (PMRs), Financial Management Reviews (FMR) and Security Assistance Reviews (SARs).
- ◆ Related Activities: Provides policy and procedural guidance and coordinates the actions related to requests for disaster relief and/or humanitarian assistance.

### **10-2. ADDITIONAL INFORMATION**

Activities requiring additional information on Foreign Military Sales are strongly encouraged to contact the Force Projection Directorate, FMS Office, at the following address:

USAMMA  
ATTN: MCMR-MMO-PL  
1423 SULTAN DR.  
FORT DETRICK MD 21702-5001  
Telephones: DSN 343-2058/4419/4428 or  
Commercial 301-619-2058/4419/4428